

Message Text

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PAGE 01 ABU DH 00852 020610Z

11

ACTION NEA-09

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /017 W

----- 104491

R 011030Z JUL 74

FM AMEMBASSY ABU DHABI

TO USDOC WASHDC

INFO SECSTATE WASHDC 1747

AMEMBASSY BEIRUT

AMEMBASSY KUWAIT

UNCLAS ABU DHABI 0852

BEIRUT FOR RTDO

EO 11652: NA

TAGS: BEXP, TC, US

SUBJ: MCMULLEN SIGNS CONTRACT AS CONSULTANT

REF: A. ABU DHABI 643

B. ABU DHABI 613

1. EMB ADVISED BY JOHN J. MCMULLEN ASSOCIATES, INC. THAT AT CONCLUSION OF NEGOTIATIONS WHICH TOOK PLACE EARLY JUNE, FIRM SIGNED CONTRACT WITH ABU DHABI NATIONAL OIL COMPANY (ADNOC) TO PERFORM FULL RANGE OF CONSULTATIVE SERVICES FOR PROPOSED ABU DHABI TANKER PROJECT. AS REPORTED REFTTEL A, SELECTION OF MCMULLEN TO PREPARE TANKER STUDY CAME AS SURPRISE SINCE ADNOC CONSIDERATION OF THIS PROJECT HAD LANGUISHED FOR MONTHS. DECISION TO PROCEED IN MORE ORDERLY FASHION BY DETERMINING SCOPE AND FEASIBILITY OF WHAT CERTAINLY WILL BE THE MOST EXPENSIVE AND AMBITIOUS SCHEME YET UNDERTAKEN BY ABU DHABI GOVT, WAS TAKEN QUICKLY AFTER SHAYKH ZAYID REBUKED ADNOC FOR ITS INACTION, AND AFTER ORGANIZATION REALIZED ITS OWN INABILITY TO EVALUATE PROPERLY BIDS SUBMITTED.

2. TO BE CONSIDERED FOR CONSULTING PHASE OF PROJECT, MCMULLEN, OF COURSE, OBLIGED TO WITHDRAW ITS EARLIER JOINT VENTURE PROPOSAL, AND FIRM DID THIS WILLINGLY
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AS ITS EXPERTISE AND REPUTATION IS IN CONSULTING

FIELD. HIGH RECOMMENDATION GIVEN TO COMPANY BY KNPC AND
OAPEC, PLUS STRONG EMB ENDORSEMENT, WEIGHED HEAVILY, WE
UNDERSTAND, IN FINAL ADNOC DECISION. MCMULLEN ADVISES
THAT NEGOTIATIONS LEADING TO CONTRACT WENT VERY SMOOTH-
LY, AND COMPANY IS VERY ENTHUSIASTIC ABOUT THIS JOB.
STERNER

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Disposition Event:
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